

**Table 5. Estimated Annual Operating Expenses and Operating Expenses as a Percent of Sales for U.S. Merchant Wholesalers: 2002 through 2006**

[Operating expenses are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. All estimates have been adjusted using the results of the 2002 Economic Census.]

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006
<b>42</b>	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>660,307</b>
<b>423</b>	<b>Operating expenses</b>	<b>.Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>393,085</b>
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	51,940
4232	Operating expenses	..Furniture and Home Furnishings	NA	NA	NA	NA	17,741
4233	Operating expenses	..Lumber & Other Construction Materials	NA	NA	NA	NA	26,959
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	82,619
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	36,413
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	21,575
4236	Operating expenses	..Electrical Goods	NA	NA	NA	NA	62,706
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	22,526
4238	Operating expenses	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	70,260
4239	Operating expenses	..Miscellaneous Durable Goods	NA	NA	NA	NA	36,759
<b>424</b>	<b>Operating expenses</b>	<b>.Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>267,222</b>
4241	Operating expenses	..Paper and Paper Products	NA	NA	NA	NA	26,164
4242	Operating expenses	..Drugs and Druggists' Sundries	NA	NA	NA	NA	38,637
4243	Operating expenses	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	27,268
4244	Operating expenses	..Groceries and Related Products	NA	NA	NA	NA	73,366
4245	Operating expenses	..Farm Product Raw Materials	NA	NA	NA	NA	10,436
4246	Operating expenses	..Chemicals and Allied Products	NA	NA	NA	NA	19,202
4247	Operating expenses	..Petroleum and Petroleum Products	NA	NA	NA	NA	18,955
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	19,209
4249	Operating expenses	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	33,985
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>11.8</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>.Durable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>13.7</b>
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	7.3
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	NA	NA	NA	NA	21.0
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	NA	NA	NA	NA	15.5
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	16.0
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.9
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	10.0
4236	Operating expenses as a percent of sales	..Electrical Goods	NA	NA	NA	NA	15.3
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	20.4
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	16.9
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	NA	NA	NA	NA	16.0
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>.Nondurable goods</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>9.8</b>
4241	Operating expenses as a percent of sales	..Paper and Paper Products	NA	NA	NA	NA	18.7
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	NA	NA	NA	NA	7.5
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	20.1
4244	Operating expenses as a percent of sales	..Groceries and Related Products	NA	NA	NA	NA	12.1
4245	Operating expenses as a percent of sales	..Farm Product Raw Materials	NA	NA	NA	NA	8.0
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	NA	NA	NA	NA	12.5
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	NA	NA	NA	NA	2.9
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	17.6
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	12.6

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006
42	<b>Operating expenses</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	NA	NA	NA	NA	512,461
423	<b>Operating expenses</b>	<b>.Durable goods</b>	NA	NA	NA	NA	313,754
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	39,554
4232	Operating expenses	..Furniture and Home Furnishings	NA	NA	NA	NA	15,203
4233	Operating expenses	..Lumber & Other Construction Materials	NA	NA	NA	NA	23,753
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	54,862
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	19,667
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	19,174
4236	Operating expenses	..Electrical Goods	NA	NA	NA	NA	48,111
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	19,957
4238	Operating expenses	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	58,518
4239	Operating expenses	..Miscellaneous Durable Goods	NA	NA	NA	NA	34,622
424	<b>Operating expenses</b>	<b>.Nondurable goods</b>	NA	NA	NA	NA	198,707
4241	Operating expenses	..Paper and Paper Products	NA	NA	NA	NA	16,899
4242	Operating expenses	..Drugs and Druggists' Sundries	NA	NA	NA	NA	17,460
4243	Operating expenses	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	25,809
4244	Operating expenses	..Groceries and Related Products	NA	NA	NA	NA	53,002
4245	Operating Expenses	..Farm Product Raw Materials	NA	NA	NA	NA	10,436
4246	Operating expenses	..Chemicals and Allied Products	NA	NA	NA	NA	15,160
4247	Operating expenses	..Petroleum and Petroleum Products	NA	NA	NA	NA	13,531
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	17,598
4249	Operating expenses	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	28,812
42	<b>Operating expenses as a percent of sales</b>	<b>U.S. Merchant Wholesalers, except Manufacturers' Sales Branches and Offices</b>	NA	NA	NA	NA	13.1
423	<b>Operating expenses as a percent of sales</b>	<b>.Durable goods</b>	NA	NA	NA	NA	16.2
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	NA	NA	NA	NA	12.4
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	NA	NA	NA	NA	23.1
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	NA	NA	NA	NA	16.3
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	NA	NA	NA	NA	17.0
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	NA	NA	NA	NA	12.1
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	NA	NA	NA	NA	12.2
4236	Operating expenses as a percent of sales	..Electrical Goods	NA	NA	NA	NA	16.1
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	NA	NA	NA	NA	21.8
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	NA	NA	NA	NA	18.6
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	NA	NA	NA	NA	16.1
424	<b>Operating expenses as a percent of sales</b>	<b>.Nondurable goods</b>	NA	NA	NA	NA	10.1
4241	Operating expenses as a percent of sales	..Paper and Paper Products	NA	NA	NA	NA	18.3
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	NA	NA	NA	NA	5.0
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	NA	NA	NA	NA	21.1
4244	Operating expenses as a percent of sales	..Groceries and Related Products	NA	NA	NA	NA	11.8
4245	Operating expenses as a percent of sales	..Farm Product Raw Materials	NA	NA	NA	NA	8.0
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	NA	NA	NA	NA	16.3
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	NA	NA	NA	NA	3.1
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	NA	NA	NA	NA	18.3
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	NA	NA	NA	NA	14.0

2002 NAICS CODE	Data Item	Kind of Business (sub-parts indicated by one or more leading dots)	2002 <sup>1</sup>	2003 <sup>1</sup>	2004 <sup>1</sup>	2005 <sup>1</sup>	2006
<b>42</b>	<b>Operating expenses</b>	<b>Manufacturers' Sales Branches and Offices</b>	<b>109,711</b>	<b>115,920</b>	<b>125,155</b>	<b>135,128</b>	<b>147,846</b>
<b>423</b>	<b>Operating expenses</b>	<b>.Durable goods</b>	<b>56,037</b>	<b>58,647</b>	<b>64,192</b>	<b>69,748</b>	<b>79,331</b>
4231	Operating expenses	..Motor Vehicle and Motor Vehicle Parts and Supplies	7,106	8,265	8,402	8,432	12,386
4232	Operating expenses	..Furniture and Home Furnishings	2,214	2,215	2,488	2,436	2,538
4233	Operating expenses	..Lumber & Other Construction Materials	2,154	2,301	2,533	2,805	3,206
4234	Operating expenses	..Professional and Commercial Equipment and Supplies	18,979	18,811	20,206	23,518	27,757
42343	Operating expenses	...Computer and Computer Peripheral Equipment and Software	11,823	10,852	10,219	13,249	16,746
4235	Operating expenses	..Metals and Minerals, ex. Petroleum	1,705	1,753	2,126	2,336	2,401
4236	Operating expenses	..Electrical Goods	12,916	11,765	13,382	13,996	14,595
4237	Operating expenses	..Hardware, and Plumbing and Heating Equipment and Supplies	2,133	2,120	2,302	2,432	2,569
4238	Operating expenses	..Machinery, Equipment, and Supplies	7,942	9,640	10,524	11,709	11,742
4239	Operating expenses	..Miscellaneous Durable Goods	(S)	(S)	2,229	2,084	2,137
<b>424</b>	<b>Operating expenses</b>	<b>.Nondurable goods</b>	<b>53,674</b>	<b>57,273</b>	<b>60,963</b>	<b>65,380</b>	<b>68,515</b>
4241	Operating expenses	..Paper and Paper Products	7,577	7,594	7,533	9,548	9,265
4242	Operating expenses	..Drugs and Druggists' Sundries	17,277	19,045	20,817	20,779	21,177
4243	Operating expenses	..Apparel, Piece Goods, and Notions	1,193	1,164	1,284	1,409	1,459
4244	Operating expenses	..Groceries and Related Products	14,239	15,370	16,293	16,924	20,364
4246	Operating expenses	..Chemicals and Allied Products	4,046	4,055	4,410	4,531	4,042
4247	Operating expenses	..Petroleum and Petroleum Products	3,728	4,180	4,293	5,430	5,424
4248	Operating expenses	..Beer, Wine, and Distilled Alcoholic Beverages	1,138	1,150	1,337	1,491	1,611
4249	Operating expenses	..Miscellaneous Nondurable Goods	4,476	4,715	4,996	5,268	5,173
<b>42</b>	<b>Operating expenses as a percent of sales</b>	<b>Manufacturers' Sales Branches and Offices</b>	<b>8.3</b>	<b>8.4</b>	<b>8.3</b>	<b>8.5</b>	<b>8.8</b>
<b>423</b>	<b>Operating expenses as a percent of sales</b>	<b>.Durable goods</b>	<b>7.5</b>	<b>7.6</b>	<b>7.7</b>	<b>8.0</b>	<b>8.5</b>
4231	Operating expenses as a percent of sales	..Motor Vehicle and Motor Vehicle Parts and Supplies	2.1	2.4	2.3	2.3	3.2
4232	Operating expenses as a percent of sales	..Furniture and Home Furnishings	12.3	12.9	13.8	13.0	13.6
4233	Operating expenses as a percent of sales	..Lumber & Other Construction Materials	10.6	10.5	10.3	10.2	11.5
4234	Operating expenses as a percent of sales	..Professional and Commercial Equipment and Supplies	14.2	12.6	12.7	13.5	14.3
42343	Operating expenses as a percent of sales	...Computer and Computer Peripheral Equipment and Software	14.4	11.4	10.3	11.8	14.1
4235	Operating expenses as a percent of sales	..Metals and Minerals, ex. Petroleum	4.8	4.7	4.6	4.4	4.1
4236	Operating expenses as a percent of sales	..Electrical Goods	13.0	12.5	12.8	12.9	(S)
4237	Operating expenses as a percent of sales	..Hardware, and Plumbing and Heating Equipment and Supplies	15.1	14.9	14.7	13.8	13.6
4238	Operating expenses as a percent of sales	..Machinery, Equipment, and Supplies	11.3	13.2	12.6	12.6	11.5
4239	Operating expenses as a percent of sales	..Miscellaneous Durable Goods	(S)	(S)	15.9	15.1	15.3
<b>424</b>	<b>Operating expenses as a percent of sales</b>	<b>.Nondurable goods</b>	<b>9.5</b>	<b>9.3</b>	<b>9.1</b>	<b>9.0</b>	<b>9.3</b>
4241	Operating expenses as a percent of sales	..Paper and Paper Products	18.1	17.9	16.5	19.7	19.4
4242	Operating expenses as a percent of sales	..Drugs and Druggists' Sundries	12.2	12.4	12.4	11.7	12.6
4243	Operating expenses as a percent of sales	..Apparel, Piece Goods, and Notions	9.5	10.0	10.4	10.7	11.0
4244	Operating expenses as a percent of sales	..Groceries and Related Products	11.3	11.3	11.4	11.6	13.2
4246	Operating expenses as a percent of sales	..Chemicals and Allied Products	8.5	8.0	7.8	7.6	6.6
4247	Operating expenses as a percent of sales	..Petroleum and Petroleum Products	2.9	2.7	2.5	2.6	2.5
4248	Operating expenses as a percent of sales	..Beer, Wine, and Distilled Alcoholic Beverages	13.6	13.5	13.9	13.0	(S)
4249	Operating expenses as a percent of sales	..Miscellaneous Nondurable Goods	7.4	8.1	8.3	8.5	(S)

Notes:

NA Estimate is not available because operating expenses for U.S. Merchant Wholesalers except Manufacturers Sales Branches and Offices were not collected prior to 2006.

(S) Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see [http://www.census.gov/quality/S20-0\\_v1.0\\_Data\\_Release.pdf](http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf).

There are no manufacturers' sales branches and offices in NAICS code 4245.

Estimates have not been adjusted for price changes. Table 5A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at <http://www.census.gov/wholesale/www/methodology/011341.html>.

Footnotes:

<sup>1</sup> Revised data.